



**Hospital of
Saint Raphael**

A member of the Saint Raphael Healthcare System

RECEIVED

2004 DEC 16 AM 11:33

1450 Chapel Street
New Haven, Connecticut 06511
(203) 789-3000

CONNECTICUT OFFICE OF
HEALTH CARE ACCESS

December 14, 2004

Cristine Vogel
Commissioner
Office of Health Care Access
State of Connecticut
410 Capital Avenue
3rd Floor
Hartford, Connecticut 06134-0308

Re: Hospital of Saint Raphael
Letter of Intent
da Vinci Surgical System

Dear Commissioner Vogel:

Attached is a completed Letter of Intent (OHCA Form 2030) describing the Hospital of Saint Raphael's proposal to purchase the da Vinci Surgical System.

This purchase of the da Vinci Surgical System will represent a significant enhancement to existing surgical services offered at the Hospital. The benefits of robotic surgery are well documented and include shorter hospital stay, less post-operative pain, less risk of infection, less blood loss, less scarring / improved cosmesis, faster patient recovery, and improved morbidity.

We look forward to working with you and the Staff of the Office of Health Care Access on this necessary project. If you or your staff have any questions regarding this proposal, please contact me at (203) 789-5961.

Sincerely yours,

Jeffrey R. Hughes
Director, Planning & Business Development



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CONNECTICUT OFFICE OF
HEALTH CARE ACCESS

**State of Connecticut
Office of Health Care Access
Letter of Intent/Waiver Form
Form 2030**

All Applicants must complete a Letter of Intent (LOI) form prior to submitting a Certificate of Need application, pursuant to Sections 19a-638 and 19a-639 of the Connecticut General Statutes and Section 19a-643-79 of OHCA's Regulations. Please submit this form to the Commissioner of the Office of Health Care Access, 410 Capitol Avenue, MS# 13HCA, P.O. Box 340308, Hartford, Connecticut 06134-0308.

SECTION I. APPLICANT INFORMATION

If there are more than two Applicants, please attach a separate sheet of paper and provide additional information in the format below.

	Applicant One	Applicant Two
Full legal name	Hospital of Saint Raphael	
Doing Business As	Hospital of Saint Raphael	
Name of Parent Corporation	Saint Raphael Healthcare System, Inc.	
Mailing Address, if Post Office Box, include a street mailing address for Certified Mail	1450 Chapel Street New Haven, CT 06511	
Applicant type (e.g., profit/non-profit)	Non-profit	
Contact person, including title or position	Jeffrey B. Hughes Director, Planning & Business Development	
Contact person's street mailing address	1450 Chapel Street New Haven, CT 06511	
Contact person's phone #, fax # and e-mail address	(203) 789-5961 Phone (203) 789-3653 Fax jhughes@srhs.org	

SECTION II. GENERAL APPLICATION INFORMATION

a. Proposal/Project Title:

Purchase of the da Vinci Surgical System

Type of Proposal, please check all that apply:

☐ Change in Facility (F), Service (S) or Function (Fnc) pursuant to Section 19a-638, C.G.S.:

☐ New (F, S, Fnc) ☐ Replacement ☐ Additional (F, S, Fnc)

☐ Expansion (F, S, Fnc) ☐ Relocation ☐ Service Termination

☐ Bed Addition ☐ Bed Reduction ☐ Change in Ownership/Control

☒ Capital Expenditure/Cost, pursuant to Section 19a-639, C.G.S.:

☒ Project expenditure/cost greater than \$ 1,000,000

☒ Equipment Acquisition greater than \$ 400,000

☐ New ☒ Replacement ☐ Major Medical

☐ Imaging ☐ Linear Accelerator

☐ Change in ownership or control, pursuant to Section 19a-639 C.G.S., resulting in a capital expenditure over \$1,000,000

b. Location of proposal (Town including street address):

**Hospital of Saint Raphael
1450 Chapel Street
New Haven, CT 06511**

c. List all the municipalities this project is intended to serve:

The Hospital of Saint Raphael defines its service area to include the 22 towns and cities of South Central Connecticut. Please see Attachment # 1 for a complete listing of service area towns.

d. Estimated starting date for the project:

The Hospital anticipates that the equipment will be operational by May 2005, pending CON approval.

- e. Type of project 4 (Fill in the appropriate number(s) from page 7 of this form)

Number of Beds (to be completed if changes are proposed)

Type	Existing Staffed	Existing Licensed	Proposed Increase (Decrease)	Proposed Total Licensed

N/A This project will not impact the number of beds at the Hospital.

SECTION III. ESTIMATED CAPITAL EXPENDITURE INFORMATION

- a. Estimated Total Capital Expenditure: \$ 1,500,000
- b. Please provide the following breakdown as appropriate:

Construction/Renovations	\$
Medical Equipment (Purchase)	
Imaging Equipment (Purchase)	\$ 1,500,000
Non-Medical Equipment (Purchase)	
Sales Tax	
Delivery & Installation	
Total Capital Expenditure	\$ 1,500,000
Fair Market Value of Leased Equipment	
Total Capital Cost	\$1,500,000

Major Medical and/or Imaging equipment acquisition:

Equipment Type	Name	Model	Number of Units	Cost per unit
da Vinci Surgical System	Intuitive Surgical, Inc.	IS1200	1	\$1,500,000

Note: Provide a copy of the contract with the vendor for major medical/imaging equipment.

Please see Attachment # 2 for a copy of the vendor price quote.

c. Type of financing or funding source (more than one can be checked):

- ☒ Applicant's Equity
 ☒ Lease Financing
 ☐ Conventional Loan
☐ Charitable Contributions
 ☐ CHEFA Financing
 ☐ Grant Funding
☐ Funded Depreciation
 ☐ Other (specify): _____

SECTION IV. PROJECT DESCRIPTION

Please attach a separate 8.5" X 11" sheet(s) of paper and provide no more than a 2 page description of the proposed project, highlighting all the important aspects of the proposed project. Please be sure to address the following (if applicable):

Please see Attachment # 3 for a description of the project.

- Currently what types of services are being provided? If applicable, provide a copy of each Department of Public Health license held by the Petitioner.

Please see Attachment #4 for a copy of the current license for the Hospital of Saint Raphael issued by the Department of Public Health.

- What types of services are being proposed and what DPH licensure categories will be sought, if applicable?
- Who is the current population served and who is the target population to be served?
- Identify any unmet need and how this project will fulfill that need.
- Are there any similar existing service providers in the proposed geographic area?
- What is the effect of this project on the health care delivery system in the State of Connecticut?
- Who will be responsible for providing the service?
- Who are the payers of this service?

If requesting a Waiver of a Certificate of Need, please complete Section V.

SECTION V. WAIVER OF CON FOR REPLACEMENT EQUIPMENT

I may be eligible for a waiver from the Certificate of Need process because of the following: (Please check all that apply)

- ☐ This request is for Replacement Equipment.
 - ☐ The original equipment was authorized by the Commission/OHCA in Docket Number:
☐ The cost of the equipment is not to exceed \$2,000,000.
 - ☐ The cost of the replacement equipment does not exceed the original cost increased by 10% per year.

Please complete the attached affidavit for Section V only.

▪ **AFFIDAVIT**

Applicant: _____

Project Title: _____

I, _____,
(Name) (Position – CEO or CFO)

of _____ being duly sworn, depose and state that the
information provided in this CON Letter of Intent/Waiver Form (2030) is true and accurate to
the best of my knowledge, and that _____ complies with the appropriate and
(Facility Name)
applicable criteria as set forth in the Sections 19a-630, 19a-637, 19a-638, 19a-639, 19a-486
and/or 4-181 of the Connecticut General Statutes.

Signature Date

Subscribed and sworn to before me on _____

Notary Public/Commissioner of Superior Court

My commission expires: _____

Project Type Listing

Please indicate the number or numbers of types of projects that apply to your request on the line provided on the Letter of Intent Form (Section II, page 2).

Inpatient

1. Cardiac Services
2. Hospice
3. Maternity
4. Med/ Surg.
5. Pediatrics
6. Rehabilitation Services
7. Transplantation Programs
8. Trauma Centers
9. Behavioral Health (Psychiatric and Substance Abuse Services)
10. Other Inpatient

Outpatient

11. Ambulatory Surgery Center
12. Birthing Centers
13. Oncology Services
14. Outpatient Rehabilitation Services
15. Paramedics Services
16. Primary Care Clinics
17. Urgent Care Units
18. Behavioral Health (Psychiatric and Substance Abuse Services)
19. MRI
20. CT Scanner
21. PET Scanner
22. Other Imaging Services
23. Lithotripsy
24. Mobile Services
25. Other Outpatient
26. Central Services Facility

Non-Clinical

27. Facility Development
28. Non-Medical Equipment
29. Land and Building Acquisitions
30. Organizational Structure (Mergers, Acquisitions, Affiliations, and Changes in Ownership)
31. Renovations
32. Other Non-Clinical

Attachment # 1

**Listing of Towns and Cities that Comprise the Service Area
of the Hospital of Saint Raphael**

Attachment # 1

**Hospital Of Saint Raphael
22 Town Service Area**

**Ansonia
Bethany
Branford
Cheshire
Clinton
Derby
East Haven
Guilford
Hamden
Madison
Meriden
Milford
New Haven
North Branford
North Haven
Orange
Oxford
Seymour
Shelton
Wallingford
West Haven
Woodbridge**

Attachment # 2

da Vinci Surgical System Price Quote

INTUITIVE SURGICAL®

Prepared for:

**Saint Raphael Healthcare System
1450 Chapel Street
New Haven, CT 06511**

Company Overview

Headquartered in Sunnyvale, California Intuitive Surgical, Inc. was founded in December of 1995 to pioneer the development of revolutionary minimally invasive surgical instrumentation and techniques. With the installation of the first **da Vinci®** Surgical System in December 1998, Intuitive turned their vision into reality. They had now successfully taken surgical precision and technique beyond the capabilities of the human hand by enabling and improving surgical procedures thus broadening the applications of Minimally Invasive Surgery (MIS).

Today, with System installations around the world, Intuitive Surgical has quickly become the leader in Robotic Surgery. As a result of this rapid success Intuitive Surgical, Inc. became a publicly traded company on the NASDAQ (ISRG) in June 2000. In July 2000, the **da Vinci®** Surgical System became the first robotic system FDA cleared for laparoscopic surgical procedures.

da Vinci® System Clinical Achievements*

Since 1997, the da Vinci® Surgical System has been used in over 100 different types of surgical procedures within the cardiac, general, gynecological and urological specialties. A sampling of these procedures is listed below.

Cardiovascular

Single or Multi Vessel Small Thoracotomy	Coronary Anastomosis	Atrial Septum Aneurysm
Single Vessel Beating Heart Bypass	Subrenal Aorta Aneurysm	Atrial Septal Defect
Double Vessel Beating Heart Bypass	Mitral Valve Repair	Mitral Valve Replacement
Endoscopic LIMA-LAD	Tricuspid Valve Repair	Thrombectomy
Endoscopic RIMA-LAD		
Endoscopic Double Bypass		
IMA Harvesting		

General

Nissen Fundoplication	Abdominal Aortic Aneurysm
Cholecystectomy	Pyloroplasty
Hernia Repair	Heller Myotomy
Lysis of Adhesions	Gastroplasty
Arteriovenous Fistula	Appendectomy
Toupet	Intra-rectal Surgery
Esophageal Achalasia	Varicocele
Esophago-gastrectomy	Aorto-Femoral Bypass
Adrenalectomy	Bowel Resection
Gastric Bypass	Lumbar Sympathectomy
Colon Resection	Ventral Hernia

Gynecology

Hysterectomy	Myomectomy
Tubal Reanastomosis	Lysis of Adhesions

Urology

Radical Prostatectomy	Donor Nephrectomy
Pyeloplasty	

* Certain clinical applications have not yet been approved in the US.

Training

Intuitive Surgical training programs are designed to provide surgical teams with the knowledge and skills necessary to utilize the da Vinci Surgical System for its intended use in a variety of endoscopic surgical procedures.

Experienced faculty will conduct didactic and laboratory sessions to teach pre-, intra- and post-operative techniques and applications when using the da Vinci® Surgical System and the Endowrist Instruments. Surgeons, Nurses and support staff are trained in teams. Extensive hands-on training segments will enable participants to practice learned techniques.

There are several active Intuitive Surgical training Centers in the United States and Europe. Each of the ISI Training Centers is managed by a Training Specialist that will conduct the da Vinci® Surgical System Training Programs. The price for a da Vinci® Surgical System Training Program shall be \$6,000 per surgical team. A team will consist of two Surgeons - Primary or Console Surgeon and Patient Side Surgeon or Assistant. The team will also have two Nurses or Technicians (Scrub and Circulator).

After training, Intuitive Surgical representatives will be available for support and verbal technical assistance if required.

Installation

The purchase price of the **da Vinci®** Surgical System includes initial installation with a complete on-site maintenance inspection and provides all necessary System testing.

Warranty/Contract Service & Maintenance Agreement

Our warranty and extended service agreement provides ongoing support for your investment. Our dedicated field service team ensures prompt, dependable resolution of even the most complex technical issues, and helps maintain Intuitive Surgical's commitment that your System will perform as well over the long-term as it does at installation.

Optional features may include:

- ☐ Guaranteed 24 Hour Response Times

- ☐ System Verification Visits (PM's)
- ☐ Operating Software Enhancements to existing features
- ☐ Product and Technical Assistance
- ☐ Parts Exchange Program (Misuse/Negligence Excluded)
- ☐ Protected pricing on Endoscope repair and replacement
- ☐ Multi Year Service Plan

Upgrade Policy

All software, for both upgrades and new features, are included and installed at no charge to the customer if under warranty or service agreement. Hardware associated with product safety enhancements is installed at no charge. Hardware required to support new features can be purchased at current list price.

Purchase Terms

Intuitive Surgical will schedule an order for shipment upon receipt of a signed Letter of Intent and receipt of a 20% prepayment. A signed sales or service contract is required prior to the System shipment.

All site modifications and preparation are the customer's responsibility and are to be completed to the specifications given by Intuitive Surgical prior to the installation date.

Standard Payment terms are as follows:

- ☐ 20% down payment upon receipt of signed Letter of Intent.
- ☐ 80% due upon delivery of the **da Vinci®** Surgical System.

Delivery

- ☐ F.C.A. destination, freight pre-paid and added to invoice

Leasing and Financing Options

Intuitive Surgical also offers leasing and financing options through third party leasing companies. These special programs were designed specifically for Intuitive Surgical to meet the fiscal needs that are unique to the hospital environment.

These programs are offered with competitive rates and quick credit approvals. And if you have a lending institution that you traditionally work with, Intuitive will provide them with all the necessary information to help facilitate your da Vinci® Surgical System purchase.

Pricing Proposal – da Vinci Surgical System

Saint Raphael Healthcare System

October 11, 2004

IS1200 da Vinci™ Surgical System	\$1,135,000
<u>Surgeon Console</u>	included
<u>3 Channel Olympus Vision System</u>	included
<u>Patient Side System</u>	included

Multi-Specialty Accessories Starter Kit included

- 2 – Sterile Adapter, Instrument
- 1 – Cannula Mount, Camera
- 2 – Cannula, Instrument
- 2 – Cannula Mount, Instrument, Twist Lock
- 2 – Drape, Instrument Arm
- 1 – Drape, Camera Arm
- 1 – Drape, Camera
- 1 – Latching Obturator, Sharp
- 1 – Latching Obturator, Blunt
- 1 – Box Cannula Seals
- 1 – Allen Wrench, 1/16", Emergency Stop

Olympus Camera Starter Kit included

- 1 – 3-channel Olympus Camera Head
- 1 – 3-Channel Endoscope, 35 Degree
- 1 – 3-Channel Endoscope, 0 Degree
- 1 – Universal Scope Alignment Target
- 1 – Bifurcated Light Guide Cable
- 1 – Holder, Light Guide Cable
- 1 – Sterile Adapter, Scope
- 1 – Sterile Adapter, Camera

Training Instruments Starter Kit included

- 1 – Training Potts Scissors
- 2 – Training Black Diamond Micro Forceps
- 2 – Training Large Needle Driver
- 1 – Training DeBaKey Forceps

4th Arm Configuration \$200,000

Total System Price: \$1,335,000

Note: This proposal does not include monitors, insufflators, VCR's and any additional equipment that may be shown in product literature.

Proposal – daVinci Surgical System (cont)

Saint Raphael Healthcare System

October 11, 2004

Annual Service Contract (1 system) **\$129,000**
(First year included in purchase of the system)

Contract is for years 2-5. Service contract includes all parts and labor, system software updates, Preventative maintenance and 24 hour on-site response time for system repair.

Proposal Overview:

Total System Price: **\$1,335,000**

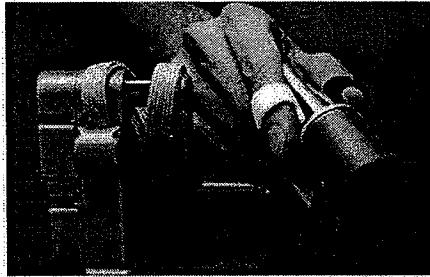
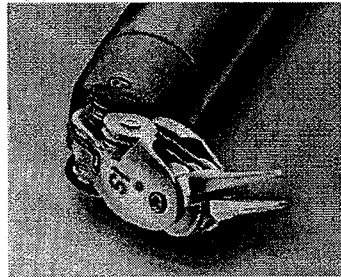
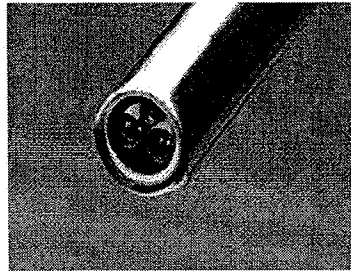
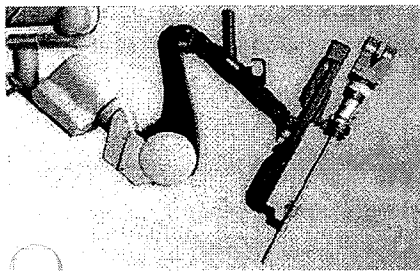
Annual Service Contract (1 system) **\$129,000**
(First year included in purchase of the system)

Total Proposal **\$1,335,000**

The pricing set forth above shall remain valid through December 15, 2004 and is contingent upon Saint Raphael Healthcare System's execution of the Sales and Service Agreement, and delivery and acceptance of the system on or December 15, 2004.

Area Sales Manager: **Barbara Logan**
617-799-3637

INTUITIVE
SURGICAL®



Instruments and
Accessories
Price List

United States

Effective August 2004

How to Order Intuitive Surgical, Inc. Instruments and Accessories

To place an order for any product, please use the following methods:

By Phone North America: 1-888-409-4774 (Toll Free)

By Fax North America: 1-408-523-2377, 1-408-523-1390

Terms

Payment Terms Net 30 Days.

Delivery By Federal Express Priority for North American orders.

Price Policy Pricing subject to change without notice and is exclusive of tax and shipping

Return Goods Policy Intuitive Surgical will issue credit after full inspection and acceptance of the returned merchandise. Credit will not be issued for any product returned that is damaged due to misuse or negligence, or that is beyond our corporate expiration policy. Intuitive Surgical will dispose of products received in this condition.

All returns must be authorized through the Intuitive Surgical Customer Service Department. No product will be accepted for exchange or return if their expiration date has passed. To obtain Return Authorization, please call our toll free number 1-800-876-1310. **Returns without Return Authorization will NOT be accepted.**

Returned products will be valued at invoice price less a 25% restocking charge when items are returned unopened and in their original packaging. Used products receive credit based on individual product warranty terms. Product returned for premature failure and manufacturing defects will not be charged a restocking fee. Return requests made for products that were not shipped within the last 12 months will not be accepted. Please include the original invoice with returned products.

All return shipments must be prepaid and received in house within 30 days of Return Authorization issuance. **C.O.D. packages will not be accepted.**

All products must be cleaned and decontaminated prior to shipping to Intuitive Surgical.

8mm EndoWrist® Instruments

Order Code	Production Description	Price	Number of Uses
400001	Potts Scissors	\$ 1,950	10
400003	Small Clip Applier [^]	\$ 2,100	100 Closures
400006	Large Needle Driver	\$ 2,200	10
400007	Round Tip Scissors	\$ 1,950	10
400033	Black Diamond Micro Forceps	\$ 2,500	15
400035	Round Tooth Forceps	\$ 2,200	10
400036	DeBakey Forceps	\$ 1,850	10
400048	Long Tip Forceps	\$ 2,450	10
400049	Cadiere Forceps	\$ 2,000	10
400083	Ultrasonic Shears [*]	\$ 3,900	20
400092	Cichon Tissue Forceps	\$ 2,800	15
400093	ProGrasp™ Forceps	\$ 2,200	10
400110	PreCise™ Bipolar Instrument	\$ 2,700	10
400121	Fine Tissue Forceps	\$ 2,800	15
400126	Permanent Cautery Hook Instrument	\$ 1,600	8
400127	Bowel Grasper	\$ 2,500	15
400154	Permanent Cautery Spatula Instrument	\$ 1,600	8
400157	Snap-fit™ Instrument [#]	\$ 2,250	30
400170	EndoPass Delivery Instrument [*]	\$ 1,800	30
400171	Micro Bipolar Forceps [*]	\$ 2,700	10
400172	Bipolar Maryland Forceps	\$ 2,700	10

8mm Disposable Accessories

Order Code	Production Description	Price	Units in a Box
400011	Scalpel 15 Degree Blade	\$ 700	20
400031	Beaver Blade	\$ 700	20
400152	Snap-fit™ Blue Blade	\$ 1,200	20
400158	Snap-fit™ Paddle Blade	\$ 900	20
400015	Drape, Instrument Arm	\$ 700	20
400016	Drape, Camera Arm	\$ 700	20
400027	Drape, Camera	\$ 500	20
400077	Cannula Seal	\$ 150	10

[^] Designed for use with Weck Hemoclip® small titanium clip. Weck product code # 523835

^{*} Non-wristed instrument based on Olympus SonoSurg™ technology

[#] Used with Snap-fit™ Blue Blade (P/N 400152) and Snap-fit™ Paddle Blade (P/N 400158)

[¥] Requires minimum system software level at A3.3 p10 / A4.3 p2

Reusable Accessories

Order Code	Production Description	Price
370678	Universal Endoscope Alignment Target ^	\$ 500
311954	Cannula, Instrument	\$ 560
312216	Cannula, Instrument, Long #	\$ 600
370398	Cannula Holder, Instrument	\$ 450
370946	Cannula Holder, Twist – Lock	\$ 650
370269	Cannula Mount, Camera, ETH	\$ 650
370626	Cannula Mount, Camera, USS	\$ 650
370370	Sterile Adapter, Instrument Arm	\$ 700
370326	Sterile Adapter, Camera Arm, Type 1 ¶	\$ 950
370351	Sterile Adapter, Camera, Type 1 ¶	\$ 1,500
370534	Sterile Adapter, Camera Arm, Type 2 ♦	\$ 950
311612	Sterile Adapter, Camera, Type 2 ♦+	\$ 1,500
311613	Sterile Adapter, Camera, Type 2 ♦▼	\$ 1,500
370386	Latching Obturator, Sharp	\$ 600
370632	Latching Obturator, Sharp, Long #	\$ 630
370387	Latching Obturator, Blunt	\$ 550
370629	Latching Obturator, Blunt, Long #	\$ 590
710142	Wrench, Emergency Grip Release	\$ 70
710143	Wrench, Cannula Holder, Instrument	\$ 70
340084	Blade Protector	\$ 60
340250	Reusable Insertion Tool (For Snap-fit Blades)	\$ 70
331788	Blank Cartridge (for EndoPass Delivery Instrument)	\$ 290

^ Used for both 0 and 30 degree scopes

Requires A4.2 SW/HW Platform Upgrade

¶ Compatible with endoscopes engraved "INTUITIVE Surgical" only

♦ Compatible with endoscopes engraved "INTUITIVE Surgical manufactured by Schöfly FIBEROPTIC GMBH"

+

 Compatible with cameras NOT engraved "manufactured by Schöfly FIBEROPTIC GMBH"

▼ Compatible with cameras engraved "manufactured by Schöfly FIBEROPTIC GMBH"

5mm EndoWrist[®] Instruments

Order Code	Production Description	Price	Number of Uses
400117	Needle Driver	\$ 4,600	20
400139	Schertel Grasper, 20mm jaw	\$ 4,600	20
400141	Round Scissors ^ §	\$ 3,200	12
400142	Cautery Instrument #	\$ 4,140	18
400143	Maryland Dissector	\$ 4,600	20
400145	DeBakey Forceps	\$ 4,600	20
400146	Curved Scissors ^ @	\$ 4,600	20
400165	Ultrasonic Shears, 5mm *	\$ 3,900	20
400176	Bullet Nose Dissector ^	\$ 4,600	20
400177	Bowel Grasper, 30mm jaw ^	\$ 4,600	20

5mm Reusable Accessories

Order Code	Production Description	Price
313147	5mm Cannula	\$ 900
313148	Sharp Obturator	\$ 600
313149	Blunt Obturator	\$ 550
371051	8mm to 5mm Reducer Sleeve	\$ 1,050

5mm Disposable Accessories

Order Code	Production Description	Price	Units in a Box
400156	Cautery Hook Tip	\$ 900	10
400160	Cautery Spatula Tip	\$ 900	10
400161	5mm Cannula Seal	\$ 340	20
400162	Separator Obturator	\$ 445	20

^ Requires A4.3 latest software patch upgrade

§ Expected Availability of 20-life instrument at \$4,600 in October 2004

Used with Cautery Hook Tip (P/N 400156) and Cautery Spatula Tip (P/N 400160)

@ Expected Availability in December 2004

* Non-wristed instrument based on Olympus SonoSurg[™] technology

Vision Equipment

Order Code	Production Description	Price
370536	3D Camera, Type 2, High Mag, NTSC	\$ 17,500
370538	3D Camera, Type 2, Wide Angle, NTSC	\$ 17,500
311464	Endoscope, 0 Degree, Type 2 §	\$ 15,000
311465	Endoscope, 30 Degree, Type 2 §	\$ 15,000
951019	Light Guide Cable, Type 1 ¶	\$ 500
951020	Light Guide Cable, Type 2 ♦	\$ 500
951021	Light Guide Cable, Bifurcated	\$ 950
313035	Adapters – Light Guide Cable, Bifurcated	\$ 30

950044	Illuminator Lamp Module, Dual Illuminators	\$ 1,650
950060	Illuminator Lamp Module, Single Illuminator	\$ 1,650

3-Channel Vision System*

370610	3-Channel, 3D Camera Head, NTSC	\$ 32,000
370612	3-Channel, Endoscope, 0 Degree	\$ 18,500
370613	3-Channel, Endoscope, 35 Degree	\$ 18,500
370614	3-Channel, Camera Sterile Adapter	\$ 5,500
950020	Light Bulb, Xenon, 3-Channel System	\$ 1,250
951007	Cable, Light Guide, 3-Channel System	\$ 1,950

2D-5mm Endoscope System

380216	2D-5mm Endoscope Kit, NTSC	\$ 22,725
370824	2D-5mm Camera Head, NTSC	\$ 9,250
311481	2D-5mm Endoscope, 0 Degree	\$ 4,950
311482	2D-5mm Endoscope, 30 Degree	\$ 4,950
311483	5mm Camera Sterile Adapter	\$ 675
370832	5mm Weighted Camera Arm Sterile Adapter	\$ 1,750
370299	5mm Camera Arm Cannula Mount	\$ 650
951019	Cable, Light Guide, 2D-5mm Endoscope System	\$ 500

§ Engraved "INTUITIVE Surgical manufactured by Schöfly FIBEROPTIC GMBH"

¶ Compatible with endoscopes engraved "INTUITIVE Surgical" only

♦ Compatible with endoscopes engraved "INTUITIVE Surgical manufactured by Schöfly FIBEROPTIC GMBH"

¥ Manufactured by Olympus Optical Inc. for Intuitive Surgical, Inc.

8mm *EndoWrist*® Training Instruments

Order Code	Production Description	Price	Number of Uses
400001-T	Potts Scissors	\$ 1,465	30
400003-T	Small Clip Applier [^]	\$ 1,575	100 Closures
400006-T	Large Needle Driver	\$ 1,650	30
400007-T	Round Tip Scissors	\$ 1,465	30
400033-T	Black Diamond Micro Forceps	\$ 1,500	30
400035-T	Round Tooth Forceps	\$ 1,650	30
400036-T	DeBakey Forceps	\$ 1,390	30
400048-T	Long Tip Forceps	\$ 1,840	30
400049-T	Cadiere Forceps	\$ 1,500	30
400083-T	Ultrasonic Shears *	\$ 2,925	30
400092-T	Cichon Tissue Forceps	\$ 1,650	30
400093-T	<i>ProGrasp</i> ™ Forceps	\$ 1,650	30
400110-T	<i>PreCise</i> ™ Bipolar Instrument	\$ 2,025	30
400121-T	Fine Tissue Forceps	\$ 1,650	30
400126-T	Permanent Cautery Hook Instrument	\$ 1,300	30
400127-T	Bowel Grasper	\$ 1,500	30
400154-T	Permanent Cautery Spatula Instrument	\$ 1,300	30
400157-T	Snap-fit™ Instrument [#]	\$ 2,100	70
400170-T	EndoPass Delivery Instrument [*]	\$ 1,350	70
400171-T	Micro Bipolar Forceps [*]	\$ 2,025	30
400172-T	Bipolar Maryland Forceps	\$ 2,025	30

[^] Designed for use with Weck Hemoclip® small titanium clip. Weck product code # 523835

* Non-wristed instrument based on Olympus SonoSurg™ Technology.

[#] Used with Snap-fit™ Blue Blade (P/N 400152) and Snap-fit™ Paddle Blade (P/N 400158)

^{*} Requires minimum system software level at A3.3 p10 / A4.3 p2

Notes:

1. Training Instruments are not approved for human use.
2. Training Instruments can be readily identified by the red instrument housing.
3. Red instrument icons will persist on the monitors when a training instrument has been loaded onto the da Vinci™ Surgical System.
4. The Training Instrument warranty only covers defects in manufacturing. Upon the first use, the warranty expires.

Upgrade Options

Order Code	Production Description	Price
380113	Ease of Use Twist-lock Cannula Upgrade Kit	\$ 2,400
380184	Audio Intercom System	\$ 8,000

AESOP® Components

Order Code	Production Description	Price
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Drapes

180-0024	Sterile Drape Set for AESOP, 1 Case (Hand Control/Positioning Arm Drapes - 25 Sets/Case)	\$ 500
180-0025	Sterile Single Drape for AESOP, 1 Case (Positioning Arm Drape - 25 Single Drapes/Case)	\$ 425

Accessories

110-0005	AESOP Personal Voice Card	\$ 250
540-0080	AESOP Hand Control	\$ 650
200-0374	Positioner Flexible Cable, 20 feet	\$ 2,500
220-0215	Universal Arm	\$ 4,500
556-0221	Alpha Virtual Port™, 5mm (Requires 220-0215 Universal Arm for use)	\$ 1,400
556-0222	Alpha Virtual Port, 10mm (Requires 220-0215 Universal Arm for use)	\$ 1,400
556-0316	Triple Alpha Port (Requires 220-0215 Universal Arm for use)	\$ 2,500

Adjustable Collar Instrument Set

(Includes Generic Collar, Insert, Clip & Tray)

250-0161	Adjustable Collar Instrument Set, 3mm	\$ 2,150
250-0160	Adjustable Collar Instrument Set, 4mm	\$ 2,150
250-0159	Adjustable Collar Instrument Set, 5mm	\$ 2,150
250-0158	Adjustable Collar Instrument Set, 5.5mm	\$ 2,150
250-0157	Adjustable Collar Instrument Set, 10mm	\$ 2,150
250-0262	Adjustable Collar Instrument Set, 11mm	\$ 2,150

Adjustable Collars & Collar Inserts

(Compatible with both AESOP and ZEUS® Positioners)

255-0099	Adjustable Generic Collar (Requires Insert for Use)	\$ 1,200
255-0156	Adjustable Collar Insert, 3mm	\$ 400
255-0224	Adjustable Collar Insert, 4mm	\$ 400
255-0223	Adjustable Collar Insert, 5mm	\$ 400
255-0193	Adjustable Collar Insert, 5.5mm	\$ 400
255-0185	Adjustable Collar Insert, 10mm	\$ 400
255-0263	Adjustable Collar Insert, 11mm	\$ 400
255-0425	Collar Holder	\$ 750
220-0269	Adjustable Collar Clip	\$ 250

Table Rail Adapters

130-0017	Universal Table Rail Mount Adapter Set, 25-38mm	\$ 750
130-0015	Universal Table Rail Mount Adapter Kit, 32mm	\$ 225

Manuals

590-0055	AESOP Directions for Use, English	\$ 50
590-0059	AESOP 3000 Surgical Protocol	\$ 75

HERMES® Components

Order Code	Production Description	Price
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Accessories

100-0001	HERMES Personal Interface Card	\$ 250
450-0228	HERMES Port Expander	\$ 6,000
450-0070	HERMES -Phone™, Domestic	\$ 4,000
120-0008	Headset Microphone, 1/4"	\$ 350
200-0033	Microphone Extension Cable, 20 ft	\$ 175

Interface Kits

400-0066	HERMES Interface Kit, AESOP HERMES-Ready	\$ 3,000
400-0064	HERMES Interface Kit, Sony SVO-9500 MD VCR	\$ 2,000
400-0065	HERMES Interface Kit, Sony UP-5600 MD/UP-51 MD Printer	\$ 2,000
400-0220	HERMES Interface Kit, Valleylab Force FX	\$ 1,500
421-0069	RS-232 Upgrade Kit, Sony SVO-9500 MD VCR	\$ 500

Interface Kit Cables

200-0037	HERMES Interface Cable, 25 ft	\$ 60
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Manuals

390-0053	HERMES Manual, English	\$ 50
390-0218	HERMES-Phone Manual, Multilingual	\$ 50
390-0447	HERMES-Phone Appendix, Multilingual	\$ 25
390-0448	HERMES Sony SVO-9500 MD VCR Appendix, Multilingual	\$ 25
390-0449	HERMES Sony UP-5600 MD/ UP-51 MD Printer Appendix, Multilingual	\$ 25
390-0438	HERMES Valleylab Force FX Appendix, Multilingual	\$ 25

ZEUS® Components

Order Code	Production Description	Price
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ZEUS Instrument Backs

810-0195	ZEUS Instrument Backs, Pack of 4	
	For Quantities 1-4	\$ 990
	For Quantities 5 and Greater	\$ 890

ZEUS Drapes

810-0372	Positioner Drapes, Pack of 25 drapes	\$ 525
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ZEUS Motor Pack

820-0347	Reusable Motor Pack	\$ 1,950
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ZEUS Short Instrument Guides

820-0287	Reusable 5mm Short Instrument Guide (Compatible with 5 mm Micro-Assist and Micro-Joint Instruments)	\$ 275
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Sterilization Trays

810-0119	ZEUS Micro-Assist Instrument Sterilization Tray (Holds up to 14 Micro-Assist Instruments)	\$ 700
820-0163	ZEUS Micro-Joint Sterilization Tray (Holds up to 4 Micro-Joint Instruments)	\$ 850
820-0368	ZEUS Motor Pack Sterilization Tray (Holds up to 2 reusable motor packs and 2 motor holders)	\$ 700

Instrument Cleaning Tools

820-0151	ZEUS Micro-Assist Lure Flushing Attachment	\$ 250
820-0256	ZEUS Micro-Joint Instrument Flushing Attachment	\$ 700

ZEUS Instrument Holders

820-0426	ZEUS Instrument Holder, Yellow	\$ 18,000
820-0427	ZEUS Instrument Holder, Green	\$ 18,000

Adjustable Collar Instrument Set

(Includes Generic Collar, Insert, Clip & Tray)

250-0161	Adjustable Collar Instrument Set, 3mm	\$ 2,150
250-0160	Adjustable Collar Instrument Set, 4mm	\$ 2,150
250-0159	Adjustable Collar Instrument Set, 5mm	\$ 2,150
250-0158	Adjustable Collar Instrument Set, 5.5mm	\$ 2,150
250-0157	Adjustable Collar Instrument Set, 10mm	\$ 2,150
250-0262	Adjustable Collar Instrument Set, 11mm	\$ 2,150

Latch Collar & Adjustable Collar Accessories

255-0099	Adjustable Generic Collar (Requires Insert for Use)	\$ 1,200
255-0156	Adjustable Collar Insert, 3mm	\$ 400
255-0224	Adjustable Collar Insert, 4mm	\$ 400
255-0223	Adjustable Collar Insert, 5mm	\$ 400
255-0193	Adjustable Collar Insert, 5.5mm	\$ 400
255-0185	Adjustable Collar Insert, 10mm	\$ 400

255-0263	Adjustable Collar Insert, 11mm	\$ 400
255-0425	Collar Holder	\$ 750

Other Accessories

556-0316	Triple Alpha Port (Requires 220-0215 Universal Arm for use)	\$ 2,500
220-0215	Universal Arm	\$ 4,500
200-0374	Positioner Flexible Cable, 20 feet	\$ 2,500

ZEUS Instruments

Needle Drivers

Order Code	Production Description	Price
5 mm, Micro-Joint		
806-0155	ZEUS Micro-Joint Micro Needle Driver, Diamond Dusted	\$ 4,500
806-0175	ZEUS Micro-Joint Heavy Needle Driver	\$ 4,500
806-0369	ZEUS Micro-Joint Micro Needle Driver, Carbide Insert	\$ 4,500

Scissors

Order Code	Production Description	Price
5 mm, Micro-Joint		
806-0174	ZEUS Micro-Joint Potts Scissors	\$ 4,800
806-0353	ZEUS Micro-Joint Metzenbaum Scissors	\$ 4,800

5 mm, Micro-Assist

805-0393	ZEUS Micro-Assist Double Action Metzenbaum Scissors	\$ 950
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Graspers/Forceps

Order Code	Production Description	Price
5 mm, Micro-Joint		
806-0276	ZEUS Micro-Joint DeBakey Grasper, 12 mm jaw	\$ 4,500
806-0240	ZEUS Micro-Joint DeBakey Grasper, 18 mm jaw	\$ 4,500
806-0277	ZEUS Micro-Joint Fenestrated Grasper, 12 mm jaw	\$ 4,500
806-0352	ZEUS Micro-Joint Fenestrated Grasper, 18 mm jaw	\$ 4,500
806-0414	ZEUS Micro-Joint Needle Nose Forceps, 18 mm jaw	\$ 4,500

5 mm, Micro-Assist

805-0394	ZEUS Micro-Assist Double Action Fenestrated Grasper, 24 mm jaw	\$ 850
805-0396	ZEUS Micro-Assist Double Action Maryland Grasper (Cautery-Compatible)	\$ 850
805-0398	ZEUS Micro-Assist Double Action Babcock Grasper, 24 mm jaw	\$ 850

Monopolar Cautery Probes

Order Code	Production Description	Price
5 mm, Micro-Assist		
805-0395	ZEUS Micro-Assist Smooth L-Hook Cautery Probe	\$ 500

Bipolar Cautery (Disposable)

Order Code	Production Description	Price
5 mm, Micro-Assist		
805-0370	ZEUS Micro-Assist Disposable Bipolar Maryland Grasper	\$ 390

The U.S. FDA has cleared the *da Vinci*® Surgical System for use in general laparoscopic, general non-cardiovascular thoracoscopic and thoroscopically-assisted cardiomy procedures. The U.S. FDA has cleared the *ZEUS*® Surgical System for use in general laparoscopic procedures. Supporting clinical information describing the use of the *da Vinci*® and *ZEUS*® Surgical Systems for specific surgical procedures may not currently be available or may be the subject of ongoing clinical investigations in the U.S.

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Intuitive Surgical Headquarters
950 Kifer Road, Sunnyvale, CA 94086, USA
1.888.868.4647

INTUITIVE

SURGICAL

Prepared for:
Hospital of Saint Raphael

Sales Rep:
Barbara Logan

8mm EndoWrist® Instruments

Order Code	Production Description	Number of Uses	Quantity	Price	Extended Price
400001	Potts Scissors	10	0	\$1,950	\$0
400003	Small Clip Applier	100 closures	0	\$2,100	\$0
400006	Large Needle Driver	10	0	\$2,200	\$0
400007	Round Tip Scissors	10	0	\$1,950	\$0
400033	Black Diamond Micro Forceps	15	0	\$2,500	\$0
400035	Round Tooth Forceps	10	0	\$2,200	\$0
400036	DeBakey Forceps	10	0	\$1,850	\$0
400048	Long Tip Forceps	10	0	\$2,450	\$0
400049	Cadiere Forceps	10	0	\$2,000	\$0
400083	Ultrasonic Shears	20	0	\$3,900	\$0
400092	Cichon Tissue Forceps (15 uses)	15	0	\$2,800	\$0
400093	EndoWrist ProGrasp™	10	0	\$2,200	\$0
400110	Endowrist PreCise™ Bipolar	10	0	\$2,700	\$0
400121	Fine Tissue Forceps	15	0	\$2,800	\$0
400126	Permanent Cautery Hook (8 uses)	8	0	\$1,600	\$0
400127	Bowel Grasper	15	0	\$2,500	\$0
400154	Permanent Cuatery Spatula Instrument	8	0	\$1,600	\$0
400157	Snap-fit™ Instrument	30	0	\$2,250	\$0
400170	ENDO Pass Delivery Instrument	30	0	\$1,800	\$0
400171	Micro Bipolar Forceps	10	0	\$2,700	\$0
400172	Bipolar Maryland Forceps	10	0	\$2,700	\$0

8mm Disposable Accessories

Order Code	Production Description	Number of Uses	Quantity	Price	Extended Price
400011	Scalpel 15 Degree Blade	20 Units per box	0	\$700	\$0
400031	Beaver Blade	20 Units per box	0	\$700	\$0
400152	Snap-Fit™ Blue Blade	20 Units per box	0	\$1,200	\$0
400158	Snap-Fit™ Paddle Blade	20 Units per box	0	\$900	\$0
400015	Drape, Instrument Arm	20 Units per box	0	\$700	\$0
400016	Drape, Camera Arm	20 Units per box	0	\$700	\$0
400027	Drape, Camera	20 Units per box	0	\$500	\$0
400077	Cannula Seal	10 Units per box	0	\$150	\$0

8mm Reusable Accessories

Order Code	Production Description	Number of Uses	Quantity	Price	Extended Price
370678	Universal Endoscope Alignment Target		1	\$500	\$500
311954	Cannula, Instrument		2	\$560	\$1,120
312216	Cannula, Instrument, Long (requires 4.2 or above software)		2	\$600	\$1,200
370398	Cannula Holder, Instrument		0	\$450	\$0
370946	Cannula Holder, Twist - Lock		2	\$650	\$1,300
370269	Cannula Mount, Camera (Ethicon)		1	\$650	\$650
370626	Cannula Mount, Camera (US Surgical)		0	\$650	\$0
370370	Sterile Adapter, Instrument		2	\$700	\$1,400
370326	Sterile Adapter, Camera Arm Type 1		0	\$950	\$0
370351	Sterile Adapter, Camera Type 1		0	\$1,500	\$0
370534	Sterile Adapter, Camera Arm (Schoelly Camera)		0	\$950	\$0
311612	Sterile Adapter, Camera Type 2		0	\$1,500	\$0
311613	Sterile Adapter, Camera (Schoelly Scope & Schoelly Camera)		0	\$1,500	\$0
370386	Latching Obturator, Sharp		2	\$600	\$1,200
370632	Latching Obturator, Sharp, Long		2	\$630	\$1,260
370387	Latching Obturator, Blunt		2	\$550	\$1,100
370629	Latching Obturator, Blunt, Long		0	\$590	\$0
710142	Wrench, Emergency Grip Release		1	\$70	\$70
710143	Wrench, Cannula Mount		1	\$70	\$70
340084	Blade Protector		1	\$60	\$60
340250	Reusable Insertion Tool (For Snap-Fit™ Blades)		0	\$70	\$0
331788	Blank Cartridge (For EndoPass Delivery Instrument)		1	\$290	\$290

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S U R G I C A L

5mm EndoWrist® Instruments

Order Code	Production Description	Number of Uses	Quantity	Price	Extended Price
400117	Needle Driver	20	0	\$4,600	\$0
400139	Schertel Grasper, 20mm Jaw	20	0	\$4,600	\$0
400141	Round Scissors	12	0	\$3,200	\$0
400142	Cautery Instrument	18	0	\$4,140	\$0
400143	Maryland Dissector	20	0	\$4,600	\$0
400145	DeBakey Forceps	20	0	\$4,600	\$0
400146	Curved Scissors	20	0	\$4,600	\$0
400165	Ultrasonic Shears, 5mm	20	0	\$3,900	\$0
400176	Bullet Nose Dissector	20	0	\$4,600	\$0
400177	Bowel Grasper, 30mm Jaw	20	0	\$4,600	\$0

5mm Reusable Accessories

Order Code	Production Description	Number of Uses	Quantity	Price	Extended Price
313147	5mm Cannula		0	\$900	\$0
313148	Sharp Obturator		0	\$600	\$0
313149	Blunt Obturator		0	\$550	\$0
371051	8mm to 5mm Reducer Sleeve		0	\$1,050	\$0

5mm Disposable Accessories

Order Code	Production Description	Number of Uses	Quantity	Price	Extended Price
400156	Cautery Hook Tip	10 Units per box	0	\$900	\$0
400160	Cautery Spatula Tip	10 Units per box	0	\$900	\$0
400161	5mm Cannula Seal	20 Units per box	0	\$340	\$0
400162	Separator Obturator	20 Units per box	0	\$445	\$0

I N T U I T I V E S U R G I C A L

Vision Equipment

Order Code	Production Description	Number of Uses	Quantity	Price	Extended Price
370536	Camera Head, High Mag (Schoelly)		0	\$17,500	\$0
370538	Camera Head, Wide Angle (Schoelly)		0	\$17,500	\$0
311464	Scope, 0 Degree (Schoelly)		0	\$15,000	\$0
311465	Scope, 30 Degree (Schoelly)		0	\$15,000	\$0
951019	Light Guide Cable, Type 1		0	\$500	\$0
951020	Light Guide Cable, Type 2		0	\$500	\$0
951021	Bifurcated Light Guide Cable		0	\$950	\$0
313035	Adapters - Light Guide Cable, Bifurcated		0	\$30	\$0
950044	Illuminator Lamp Module, Dual Illuminators		0	\$1,650	\$0
950060	Illuminator Lamp Module, Single Illuminators		0	\$1,650	\$0

3-Channel Vision System

370610	3-Channel, 3D Camera Head		1	\$32,000	\$32,000
370612	3-Channel, Endoscope, 0 Degree		1	\$18,500	\$18,500
370613	3-Channel, Endoscope, 35 Degree		1	\$18,500	\$18,500
370614	3-Channel, Camera Sterile Adapter		1	\$5,500	\$5,500
950020	3-Channel System Light Bulb, Xenon		1	\$1,250	\$1,250
951007	3-Channel Bifurcated Light Guide Cable		1	\$1,950	\$1,950

2D-5mm Endoscope System

380216	2D-5mm Endoscope Kit		0	\$22,725	\$0
370824	2D-5mm Camera Head		0	\$9,250	\$0

311481	2D-5mm Endoscope, 0 Degree	0	\$4,950	\$0
311482	2D-5mm Endoscope, 30 Degree	0	\$4,950	\$0
				\$0
311483	5mm Camera Sterile Adapter	0	\$675	\$0
370832	5mm Weighted Camera Arm Sterile Adapter	0	\$1,750	\$0
370299	5mm Camera Arm Cannula Mount	0	\$650	\$0
951019	Cable, Light Guide, 2D-5mm Endoscope System	0	\$500	\$0

Total:	\$87,920
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Quote Terms and Conditions

Ordering: To place an order, you may fax a PO to our Customer Service Department at 408-523-1390

Payment Terms: Net 30 days.

Delivery: Via Federal Express Priority, unless otherwise specified.

Pricing Policy: Pricing subject to change without notice and is exclusive of tax and shipping.

Return Goods Policy: Intuitive Surgical will issue credit after full inspection and acceptance of the returned merchandise. Credit will not be issued for any product returned that is damaged due to misuse or negligence, or beyond our corporate expiration policy. Intuitive Surgical will dispose of product received in this condition.

Returned product will be valued at invoice price less a 25% restocking charge if the item is returned unopened and in

All returns must be authorized through Intuitive Surgical's Customer Service department. No product will be accepted for exchange or return if it is beyond its expiration date. To obtain Return Authorization, please call our toll-free number at 1.888.868.4647. **Returns without Return Authorization will not be accepted.**

All return shipments must be prepaid and received in-house within 30 days. **C.O.D. packages will not be accepted.**

All products must be cleaned and decontaminated prior to shipping to Intuitive Surgical.

I N T U I T I V E
S U R G I C A L

Price Quotation

Prepared for:

Hospital of Saint Raphael
New Haven, CT

Area Sales Manager:

Barbara Logan

Office: 888.868.4647

Fax: 978-443-2688

Cell: 617-799-3637

Date: November 30, 2004

Proposal Expiration Date:

<u>Product</u>	<u>Description</u>	<u>Price</u>
da Vinci™ Surgical System	IS 1000 (Multi-Specialty Configuration) Includes: Surgeon Console, Surgical Arm Cart, Manuals, System Software, One 3D Camera, 1ea. 0 and 30 degree scope w/ 4th arm	\$1,335,000
Accessory Base Starter Kit	Multi-Specialty Detailed list of accessories noted in Addendum A	N/C
Instrument Base Starter Kit	Multi-Specialty Detailed list of instruments noted in Addendum A	N/C
Suggested Accessories	Noted on Addendum A	\$76,750
Annual Service Contract	Annual Charge - (First year included in purchase price of system) Contract for years 2 - 5. Service contract includes all parts and labor, system software updates, preventative maintenance and 24 hour on-site response time for system repair	\$ 129,000.00

Terms: 20% Deposit on acceptance of Letter of Intent
80% Upon Installation of da Vinci™ Surgical System

Delivery: F.O.B. destination, freight pre-paid and added to invoice
3 to 6 months from receipt of Letter of Intent.

QUOTED PRICES are exclusive of Federal or State taxes of any type. Prices are subject to change
without notice.

SHIPMENTS billed at prices prevailing the date the Letter of Intent is received.

Signature: _____

Barbara Logan
Area Sales Manager

Date: _____

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Addendum A

(Included in Purchase Price)

Multi Specialty Accessories - Starter Kit

- 2 Sterile Adapter, Instrument
- 1 Cannula Mount, Camera
- 1 Sterile Adapter, Scope
- 1 Sterile Adapter, Camera
- 2 Cannula, Instrument
- 2 Cannula Mount, Instrument
- 2 Drape, Instrument Arm
- 1 Drape, Camera Arm
- 1 Drape, Camera
- 1 Latching Obturator, Sharp
- 1 Latching Obturator, Blunt
- 1 Cable, Light Guide
- 1 Allen Wrench, 3/32", Cannula
- 1 Allen Wrench, 1/16", Emergency Stop

Wide Angle Camera - Starter Kit (US)

- 1 Wide Angle Camera
- 1 Scope, 30 Degree
- 1 Scope, 0 Degree
- 1 Scope Alignment Target, 0 Degree
- 1 Scope Alignment Target, 30 Degree
- 2 Cable, Light Guide
- 1 Holder, Light Guide Cable
- 1 Sterile Adapter, Scope
- 1 Sterile Adapter, Camera

Multi Specialty Training Instruments - Starter Kit

- 1 Training Cadiere Forceps
- 1 Training Long Tip Forceps
- 1 Training Scalpel/Electrocautery
- 1 Training Round Tip Scissors
- 2 Training Large Needle Driver
- 1 Training DeBakey Forceps

INTUITIVE

SURGICAL

Prepared for:

Hospital of Saint Raphael

Sales Rep:

Barbara Logan

8mm EndoWrist® Instruments

Order Code	Production Description	Number of Uses	Quantity	Price	Extended Price
400001	Potts Scissors	10	1	\$1,950	\$1,950
400003	Small Clip Applier	100 closures	1	\$2,100	\$2,100
400006	Large Needle Driver	10	2	\$2,200	\$4,400
400007	Round Tip Scissors	10	2	\$1,950	\$3,900
400033	Black Diamond Micro Forceps	15	2	\$2,500	\$5,000
400035	Round Tooth Forceps	10	2	\$2,200	\$4,400
400036	DeBakey Forceps	10	2	\$1,850	\$3,700
400048	Long Tip Forceps	10	2	\$2,450	\$4,900
400049	Cadiere Forceps	10	2	\$2,000	\$4,000
400083	Ultrasonic Shears	20	0	\$3,900	\$0
400092	Cichon Tissue Forceps (15 uses)	15	2	\$2,800	\$5,600
400093	EndoWrist ProGrasp™	10	2	\$2,200	\$4,400
400110	Endowrist PreCise™ Bipolar	10	2	\$2,700	\$5,400
400121	Fine Tissue Forceps	15	1	\$2,800	\$2,800
400126	Permanent Cautery Hook (8 uses)	8	2	\$1,600	\$3,200
400127	Bowel Grasper	15	1	\$2,500	\$2,500
400154	Permanent Cuatery Spatula Instrument	8	2	\$1,600	\$3,200
400157	Snap-fit™ Instrument	30	0	\$2,250	\$0
400170	ENDO Pass Delivery Instrument	30	1	\$1,800	\$1,800
400171	Micro Bipolar Forceps	10	2	\$2,700	\$5,400
400172	Bipolar Maryland Forceps	10	2	\$2,700	\$5,400

8mm Disposable Accessories

Order Code	Production Description	Number of Uses	Quantity	Price	Extended Price
400011	Scalpel 15 Degree Blade	20 Units per box	0	\$700	\$0
400031	Beaver Blade	20 Units per box	0	\$700	\$0
400152	Snap-Fit™ Blue Blade	20 Units per box	0	\$1,200	\$0
400158	Snap-Fit™ Paddle Blade	20 Units per box	0	\$900	\$0
400015	Drape, Instrument Arm	20 Units per box	2	\$700	\$1,400
400016	Drape, Camera Arm	20 Units per box	1	\$700	\$700
400027	Drape, Camera	20 Units per box	0	\$500	\$0
400077	Cannula Seal	10 Units per box	4	\$150	\$600

8mm Reusable Accessories

Order Code	Production Description	Number of Uses	Quantity	Price	Extended Price
370678	Universal Endoscope Alignment Target		0	\$500	\$0
311954	Cannula, Instrument		0	\$560	\$0
312216	Cannula, Instrument, Long (requires 4.2 or above software)		0	\$600	\$0
370398	Cannula Holder, Instrument		0	\$450	\$0
370946	Cannula Holder, Twist - Lock		0	\$650	\$0
370269	Cannula Mount, Camera (Ethicon)		0	\$650	\$0
370626	Cannula Mount, Camera (US Surgical)		0	\$650	\$0
370370	Sterile Adapter, Instrument		0	\$700	\$0
370326	Sterile Adapter, Camera Arm Type 1		0	\$950	\$0
370351	Sterile Adapter, Camera Type 1		0	\$1,500	\$0
370534	Sterile Adapter, Camera Arm (Schoelly Camera)		0	\$950	\$0
311612	Sterile Adapter, Camera Type 2		0	\$1,500	\$0
311613	Sterile Adapter, Camera (Schoelly Scope & Schoelly Camera)		0	\$1,500	\$0
370386	Latching Obturator, Sharp		0	\$600	\$0
370632	Latching Obturator, Sharp, Long		0	\$630	\$0
370387	Latching Obturator, Blunt		0	\$550	\$0
370629	Latching Obturator, Blunt, Long		0	\$590	\$0
710142	Wrench, Emergency Grip Release		0	\$70	\$0
710143	Wrench, Cannula Mount		0	\$70	\$0
340084	Blade Protector		0	\$60	\$0
340250	Reusable Insertion Tool (For Snap-Fit™ Blades)		0	\$70	\$0
331788	Blank Cartridge (For EndoPass Delivery Instrument)		0	\$290	\$0

INTUITIVE

S U R G I C A L

5mm EndoWrist® Instruments

Order Code	Production Description	Number of Uses	Quantity	Price	Extended Price
400117	Needle Driver	20	0	\$4,600	\$0
400139	Schertel Grasper, 20mm Jaw	20	0	\$4,600	\$0
400141	Round Scissors	12	0	\$3,200	\$0
400142	Cautery Instrument	18	0	\$4,140	\$0
400143	Maryland Dissector	20	0	\$4,600	\$0
400145	DeBakey Forceps	20	0	\$4,600	\$0
400146	Curved Scissors	20	0	\$4,600	\$0
400165	Ultrasonic Shears, 5mm	20	0	\$3,900	\$0
400176	Bullet Nose Dissector	20	0	\$4,600	\$0
400177	Bowel Grasper, 30mm Jaw	20	0	\$4,600	\$0

5mm Reusable Accessories

Order Code	Production Description	Number of Uses	Quantity	Price	Extended Price
313147	5mm Cannula		0	\$900	\$0
313148	Sharp Obturator		0	\$600	\$0
313149	Blunt Obturator		0	\$550	\$0
371051	8mm to 5mm Reducer Sleeve		0	\$1,050	\$0

5mm Disposable Accessories

Order Code	Production Description	Number of Uses	Quantity	Price	Extended Price
400156	Cautery Hook Tip	10 Units per box	0	\$900	\$0
400160	Cautery Spatula Tip	10 Units per box	0	\$900	\$0
400161	5mm Cannula Seal	20 Units per box	0	\$340	\$0
400162	Separator Obturator	20 Units per box	0	\$445	\$0

I N T U I T I V E S U R G I C A L

Vision Equipment

Order Code	Production Description	Number of Uses	Quantity	Price	Extended Price
370536	Camera Head, High Mag (Schoelly)		0	\$17,500	\$0
370538	Camera Head, Wide Angle (Schoelly)		0	\$17,500	\$0
311464	Scope, 0 Degree (Schoelly)		0	\$15,000	\$0
311465	Scope, 30 Degree (Schoelly)		0	\$15,000	\$0
951019	Light Guide Cable, Type 1		0	\$500	\$0
951020	Light Guide Cable, Type 2		0	\$500	\$0
951021	Bifurcated Light Guide Cable		0	\$950	\$0
313035	Adapters - Light Guide Cable, Bifurcated		0	\$30	\$0
950044	Illuminator Lamp Module, Dual Illuminators		0	\$1,650	\$0
950060	Illuminator Lamp Module, Single Illuminators		0	\$1,650	\$0

3-Channel Vision System

370610	3-Channel, 3D Camera Head		0	\$32,000	\$0
370612	3-Channel, Endoscope, 0 Degree		0	\$18,500	\$0
370613	3-Channel, Endoscope, 35 Degree		0	\$18,500	\$0
370614	3-Channel, Camera Sterile Adapter		0	\$5,500	\$0
950020	3-Channel System Light Bulb, Xenon		0	\$1,250	\$0
951007	3-Channel Bifurcated Light Guide Cable		0	\$1,950	\$0

2D-5mm Endoscope System

380216	2D-5mm Endoscope Kit		0	\$22,725	\$0
370824	2D-5mm Camera Head		0	\$9,250	\$0

311481	2D-5mm Endoscope, 0 Degree	0	\$4,950	\$0
311482	2D-5mm Endoscope, 30 Degree	0	\$4,950	\$0
				\$0
311483	5mm Camera Sterile Adapter	0	\$675	\$0
370832	5mm Weighted Camera Arm Sterile Adapter	0	\$1,750	\$0
370299	5mm Camera Arm Cannula Mount	0	\$650	\$0
951019	Cable, Light Guide, 2D-5mm Endoscope System	0	\$500	\$0
			Total:	\$76,750

Quote Terms and Conditions

Ordering: To place an order, you may fax a PO to our Customer Service Department at 408-523-1390

Payment Terms: Net 30 days.

Delivery: Via Federal Express Priority, unless otherwise specified.

Pricing Policy: Pricing subject to change without notice and is exclusive of tax and shipping.

Return Goods Policy: Intuitive Surgical will issue credit after full inspection and acceptance of the returned merchandise. Credit will not be issued for any product returned that is damaged due to misuse or negligence, or beyond our corporate expiration policy. Intuitive Surgical will dispose of product received in this condition.

Returned product will be valued at invoice price less a 25% restocking charge if the item is returned unopened and in

All returns must be authorized through Intuitive Surgical's Customer Service department. No product will be accepted for exchange or return if it is beyond its expiration date. To obtain Return Authorization, please call our toll-free number at 1.888.868.4647. **Returns without Return Authorization will not be accepted.**

All return shipments must be prepaid and received in-house within 30 days. **C.O.D. packages will not be accepted.**

All products must be cleaned and decontaminated prior to shipping to Intuitive Surgical.

Attachment # 3
Project Description

**Hospital of Saint Raphael
da Vinci Surgical System
Letter of Intent**

This proposed project represents the purchase of the da Vinci Surgical System. This state-of-the-art robotic surgical system will significantly enhance the quality and capabilities of surgical services in the areas of bariatric, urologic and cardiac surgery. This minimally invasive surgical tool represents the most technologically advanced surgical platform available in today's market.

The benefits of the da Vinci Surgical system are well documented and include shorter hospital stay, less post-operative pain, less risk of infection, less blood loss, less scarring / improved cosmesis, faster patient recovery, and improved morbidity. In addition, the da Vinci Surgical System has significant and distinct advantages over conventional laparoscopy. These include 3-dimensional vision, increased magnification, replicated (versus counter-intuitive) surgical instrument orientation, and enhanced surgeon ergonomics.

The da Vinci Surgical System consists of an ergonomically designed surgeon's control console, and a patient-side cart with the four interactive robotic arms that positions and directs the micro-instruments. Powered by state-of-the-art robotic technology, the surgeon's hand movements are scaled, filtered and seamlessly translated into precise movements of the EndoWrist instruments. For surgeons, the da Vinci System offers superior 3-D visualization, enhanced dexterity, greater surgical precision and ergonomic comfort.

The target population for this new technology consists of the Hospital's current bariatric, urologic and cardiac patients. No other area providers are using the da Vinci Surgical System. Hartford Hospital is the only other provider using the da Vinci Surgical System in the State of Connecticut.

The Hospital of Saint Raphael will be providing this service. Trained surgical teams for each specialty, under the direction of a lead surgeon, will operate the equipment. The payors of this service will be primarily Government (Medicare, Medicaid) and private / commercial payors. The payors for this service are expected to be consistent with the overall payor mix of the Hospital's bariatric, urologic and cardiac patients.

Attachment # 4

Hospital of Saint Raphael License

STATE OF CONNECTICUT

Department of Public Health

LICENSE

License No. 0056

General Hospital

In accordance with the provisions of the General Statutes of Connecticut Section 19a-493:

Hospital of Saint Raphael of New Haven, CT, d/b/a Hospital of Saint Raphael is hereby licensed to maintain and operate a General Hospital.

Hospital of Saint Raphael is located at 1450 Chapel Street, New Haven, CT 06511

The maximum number of beds shall not exceed at any time:

22 Bassinets

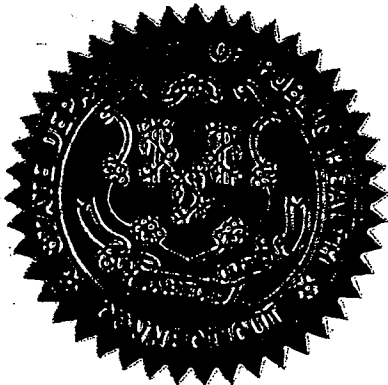
511 General Hospital beds

This license expires September 30, 2005 and may be revoked for cause at any time.

Dated at Hartford, Connecticut, October 1, 2003. RENEWAL.

Satellites

Adolescent Day Hospital, 301 Orchard Street, New Haven, CT
Psychiatric Day Hospital, 1294 Chapel Street, New Haven, CT
Troup School Base Health Center, 259 Edgewood Avenue, New Haven, CT
Children's Psychiatric Day Hospital, 1348 Chapel Street, New Haven, CT
Elder Care Clinic, Atwater Clinic, 26 Atwater Street, New Haven, CT
Project Mother Care (Mobile), 1450 Chapel Street, New Haven, CT
Dwight School Based Health Center, 130 Edgewood Avenue, New Haven, CT
Dental Mobile Van "Miles 4 Smiles", 1450 Chapel Street, New Haven, CT
Elder Care Clinic/Tower One, Tower Lane, New Haven, CT
Elder Care Clinic/Casa Otonal, 140 Sylvan Avenue, New Haven, CT
Elder Care Clinic/Edith Johnson Tower, 114 Bristol Street, New Haven, CT
Elder Care Clinic/Crawford Manor, 90 Park Street, New Haven, CT
Elder Care Clinic/Ribicoff Cottages, 200 Brookside Avenue, New Haven, CT
Take Heart Cardiac Rehab., 175 Sherman Avenue, New Haven, CT
Take Heart Cardiac Rehab., 1591 Boston Post Road, Guilford, CT
Physical, Occupational & Speech Therapies, 175 Sherman Avenue, New Haven, CT
Physical, Occupational & Speech Therapies, 22 Summit Place, Branford, CT
Evening Chemical Dependency Program, 1294 Chapel Street, New Haven, CT
Saint Raphael's Occupational Health Plus And Outpatient Rehabilitative Services, 2080 Whitney Avenue-Suite 150, Hamden, CT
Mcqueency Towers/Hospital of Saint Raphael Eldercare Clinic, 318/358 Orange Street, Apt.#416, New Haven, CT



A handwritten signature in black ink, appearing to read "Norma Gyle".

Norma Gyle, R.N., Ph.D., Acting
Commissioner